



***AIR FORCE
SPACE COMMAND
UTILITY
PRIVATIZATION***

*Introduction to
Federal Contracting
For Utilities
Privatization (UP)*
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21 CONS/LGCZB
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2004

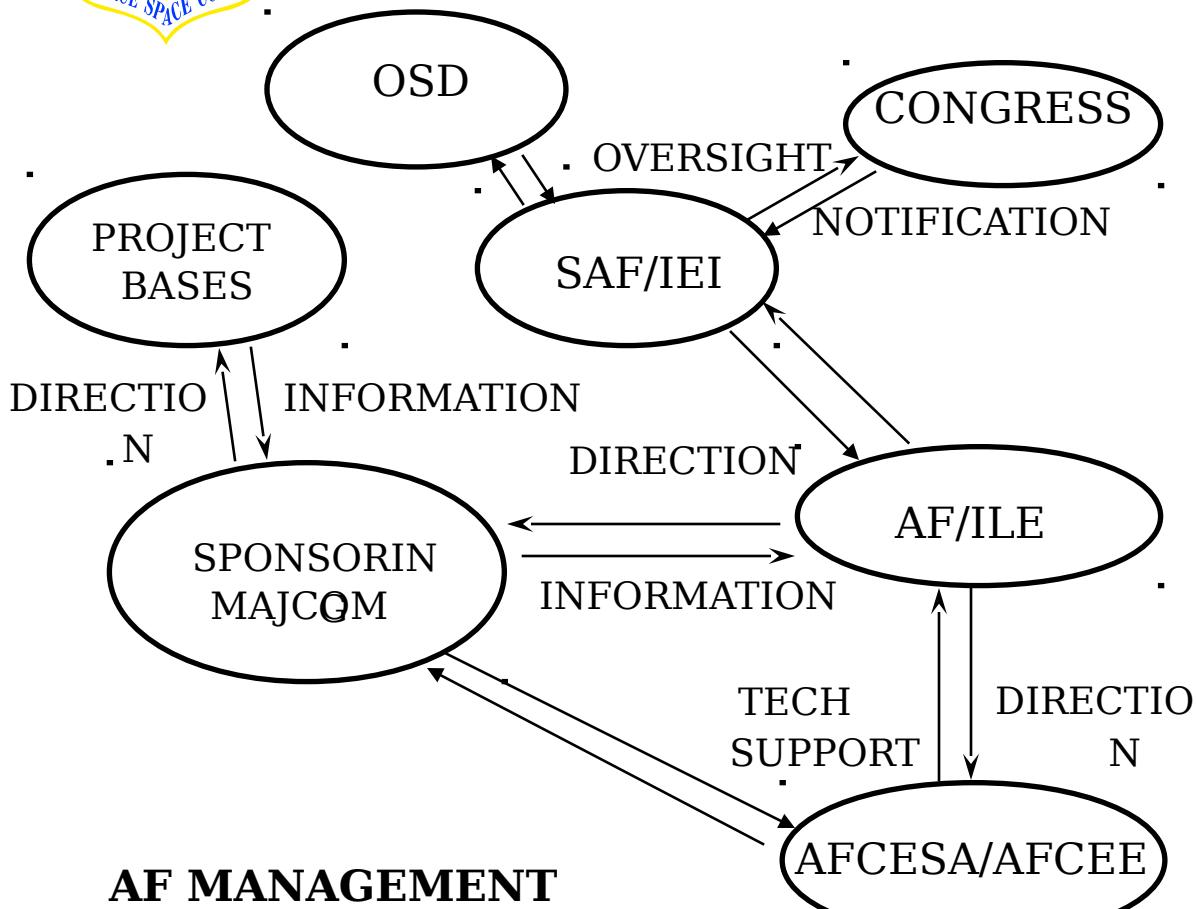


Overview

- **The Process**
- **Milestones**
- **Source Selection**
- **Assistance**
- **Procurement Integrity**
- **Conclusion**
- **Questions**



The Process -- UP Management Concept



AF MANAGEMENT

- **CONCEPT:**
AIR STAFF
- **DIRECTION**
MAJCOM IMPLEMENTATION

- **ROLES/RESPONSIBILITIES**
 - MAJCOMs/BASES
 - Identify Needs
 - Implement Program
 - Follow Policy, Criteria, Procedures
 - Feedback
- **AF/ILEX**
 - Advocacy, Policy/Program Oversight
 - Guidance /Information
- **AFCESA**
 - Technical Support
 - Contract Support
- **AFCEE**
 - Environmental Support
- **SAF/IEI**
 - Approval
 - Notify Congress



The Process - OSD Directed

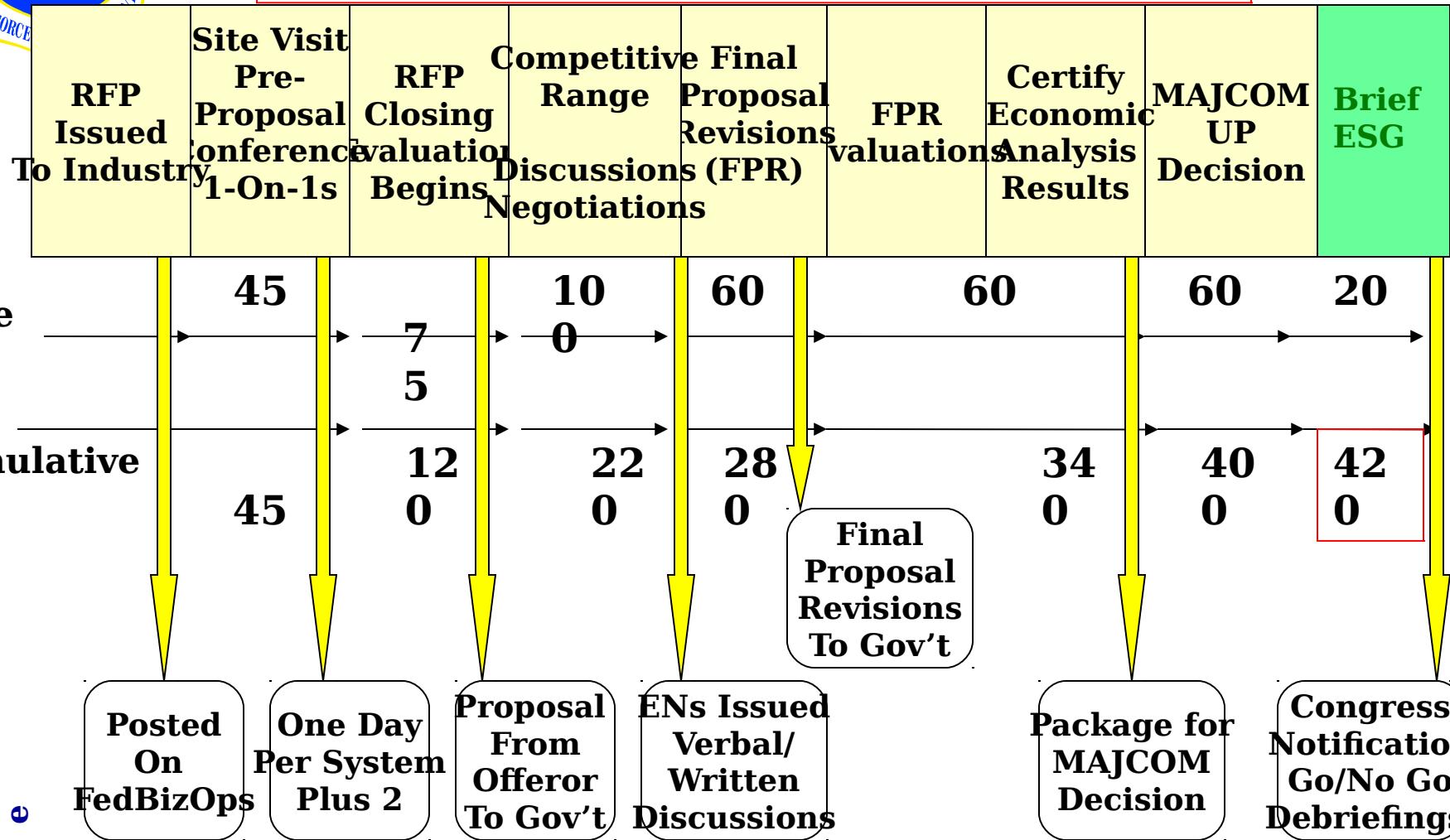
- **UP PROCESS:**

- **Request for Information/Request for Interested Sources**
- **Kick Off**
- **Acquisition Plan Approval**
- **Source Selection Authority Approves Source Selection Plan**
- **RFP & Section Js Release**
- **Pre-Proposal Conference, Site Visit, and One-On-One Exchanges**
- **Receive Proposals (RFP Closing Date)**
- **Evaluate Proposals**
- **Establish Competitive Range & Conduct Discussions**
- **Final Proposal Revision and Evaluations**
- **SSA Decision Recommendation**
- **AFCESA, AF/ILE, & ESG Review; Economic Analysis Cost Comparison Certification signed; Back to SSA; Congress notified**
- **Contract Award (includes Right of Access) Signed**
- **Debriefings to Offerors**
- **Transition Begins With Permits, Capital Improvements, Bill of Sale Signed Transferring Ownership**
- **Contract Performance Commencement**



The Process -- Competitive Process

Events



Status of Acquisition Process briefed by MAJCOMs to ILEXO on Specified Dates



Milestones

- **After RFP Closes:**

- **Begin Technical Evaluations**
- **Complete Initial Proposal Evaluations**
- **Complete Evaluation Notices (ENs)**
- **Brief SSA on ENs**
- **Open Discussions/Negotiations**
- **Receive EN responses**
- **Conclude evaluations of EN responses**
- **Draft SSET Report**
- **SSAC Brief SSA on SSET Report/Competitive Range/Request for Clearance**

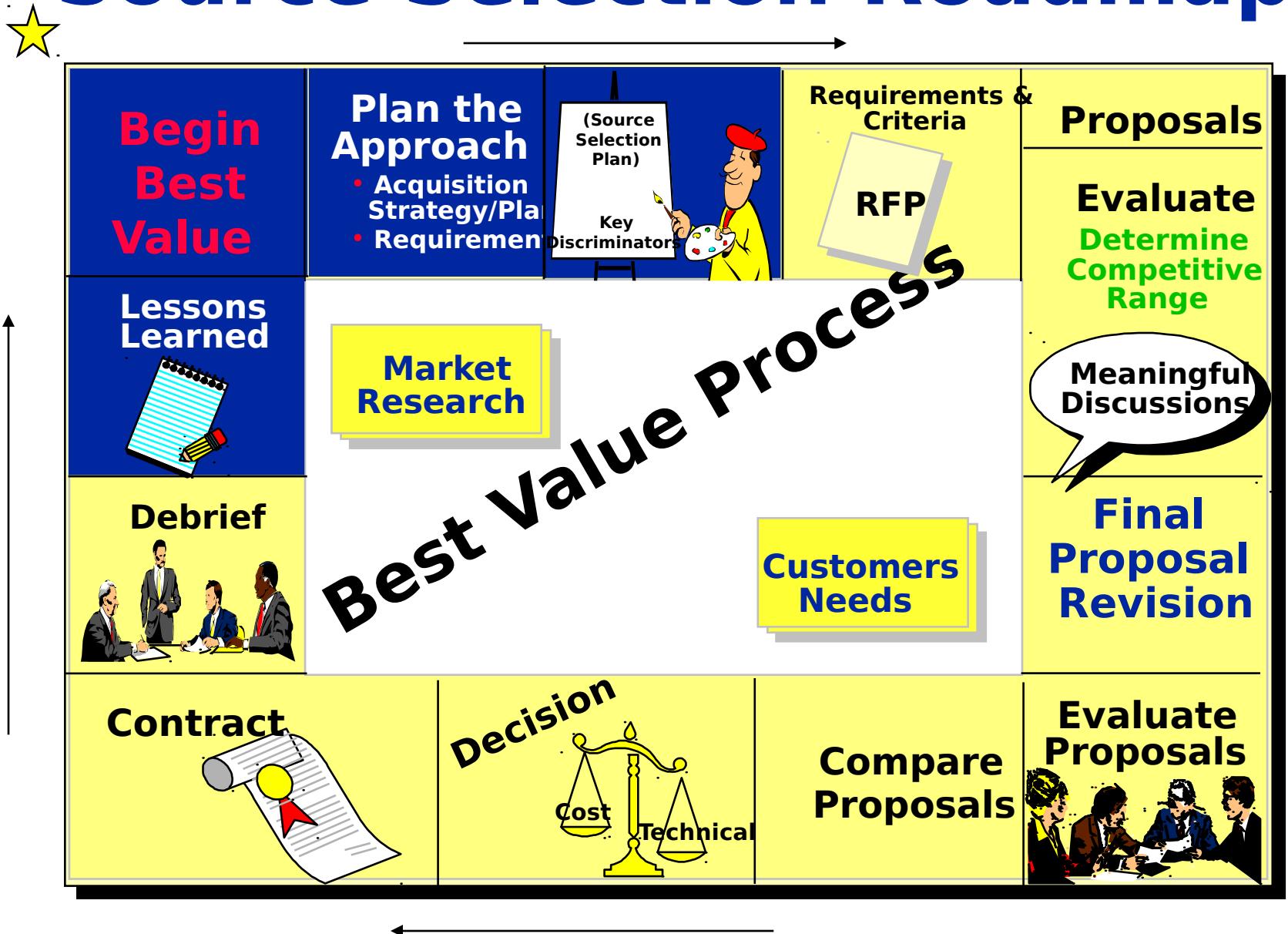


Milestones

- **After RFP Closes, Continued**

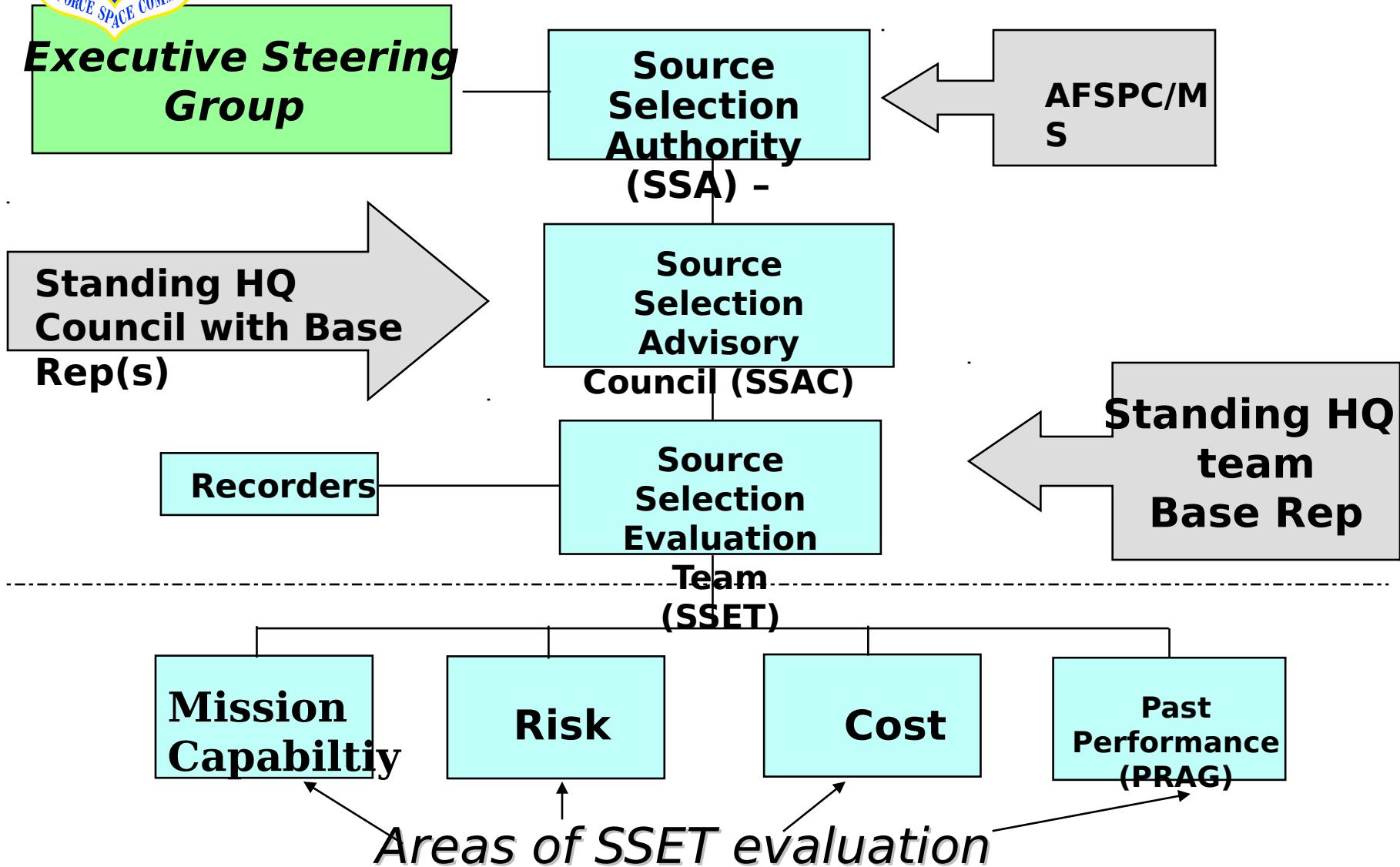
- **Request Final Proposal Revisions**
- **Receive Final Proposal Revisions**
- **Complete Final Proposal Evaluations**
- **SSAC Briefing - Final SSET Report**
- **Economic Analysis Package Certification by Wing FM**
- **SSAC Briefs SSA**
- **SSA Briefs ESG on Recommended GO/NO GO**
- **Contracting Congressional Notification**
- **If economical IAW 10 USC 2688, Contract Award**
- **Begin Transition Period and Obtain Permits**
- **Bill of Sale Executed**
- **Contract Performance Starts**

Source Selection Roadmap

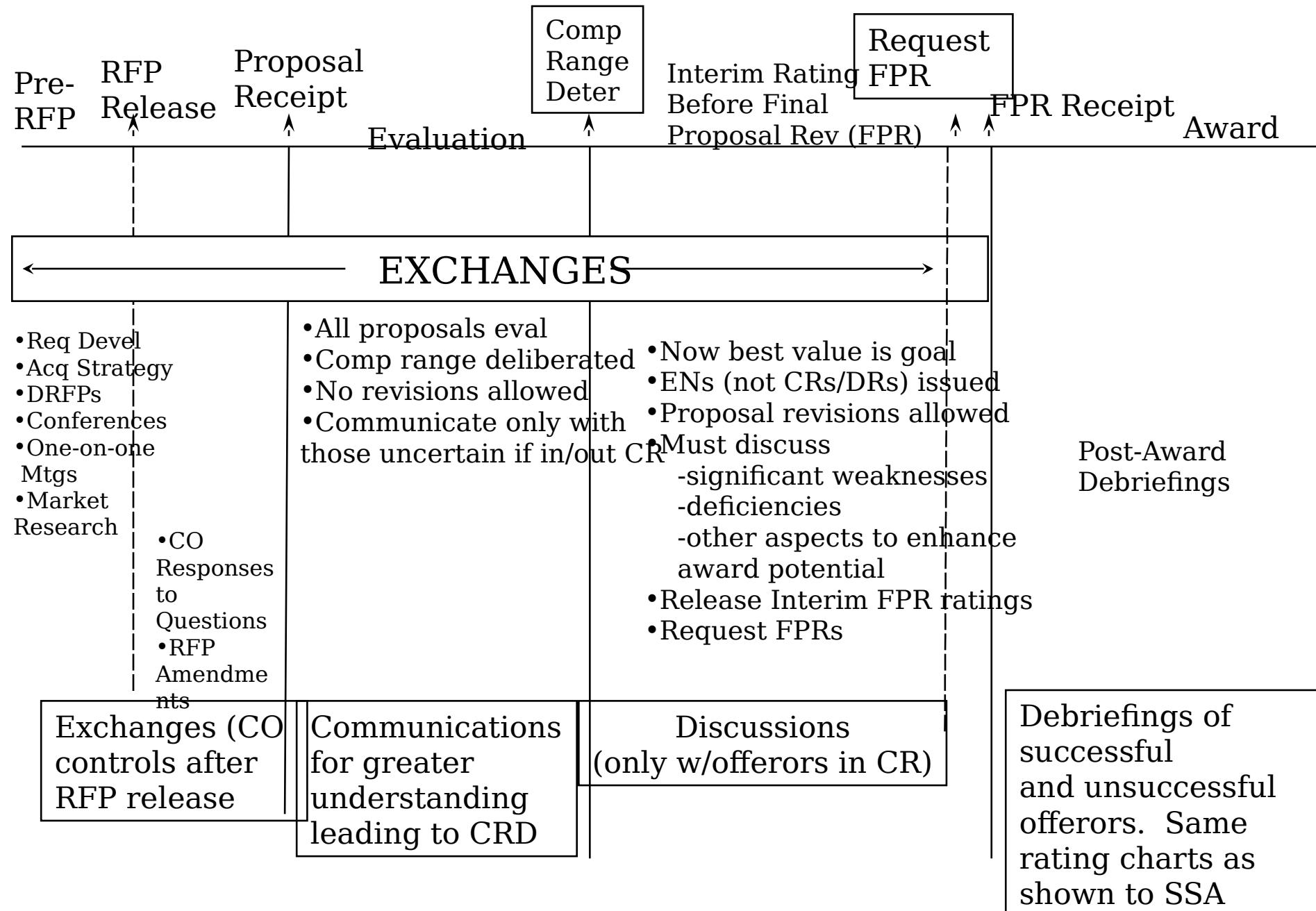




Source Selection Organization-- AESPC



CHANGES BY CONTRACTING PHASE WITH DISCUSSIONS



Final Proposal Revision (FPR)

- **All offerors in Competitive Range given an opportunity to revise their proposals simultaneously.**
- **Use a common cut off date and time to ensure a fair competitive environment**
- **If after receipt of final revised proposals it becomes necessary to subsequently clarify you can without any additional request for final offers from all offerors**
- **In unlikely case further expanded negotiations, a second final offer opportunity must be extended to all offerors**



Contractor Debriefs

Post Award

- **Include Significant Strengths, Weaknesses, Deficiencies**
- **Overall Evaluated Ratings for offeror and selected**
- **Redacted SSDD Slides required**
- **Briefing Charts for offeror**
- **Summary of Rationale for Award**
- **Reasonable Responses to Relevant Questions**
- **Not a Forum for Debate**

See AFFARS 5315.506

Offerors may not be pleased, but should understand the reason for selection.





Assistance

- **Sources for Assistance:**
 - **Air Force Source Selection Policy**
<http://www.safaq.hq.af.mil/contracting/index.html>
 - **Air Force Civil Engineering Support Agency**
<http://www.afcesa.af.mil>
 - **Air Force Federal Acquisition Regulation (FAR) site**
<http://farsite.hill.af.mil> (All Clauses)
<http://www.arnet.gov/far> (FAR Clauses only)



Procurement Integrity

- **FAR Part 3.101-1 - Government business shall be conducted in a manner above reproach and, except as authorized by statute or regulation, with complete impartiality and with preferential treatment for none**
- **All communications with offerors must come through contracting officer/specialist to ensure complete and accurate information provided and impartial treatment of offerors**



Conclusion

- **DoD emphasis on AFSPC fully evaluating UP systems for privatization**
- **AFSPC doing everything possible to minimize workload on Wing (Base) personnel**
- **Success is defined as SSA decision for Competitive RFPs by 30 Sep 05**



Questions

Questions?